

**VIA ECFS**

***EX PARTE***

February 2, 2010

Ms. Marlene H. Dortch  
Secretary  
Federal Communications Commission  
445 12th Street, SW, Suite TW-A325  
Washington, DC 20554

**Re: GN Docket No. 09-51, ET Docket Nos. 02-380, 04-186**

Dear Ms. Dortch:

Yesterday, Joseph Sandri, Senior Vice President, Government and Regulatory Affairs, FiberTower Corporation (“FiberTower”), and the undersigned met with Blair Levin of the Office of Strategic Planning and Policy Analysis and John Leibovitz of the Wireless Telecommunications Bureau. During the meeting, Mr. Sandri reiterated proposals and arguments set forth in filings previously submitted by FiberTower in the above-referenced proceedings. Those points are summarized in the attached presentation, which was distributed at the meeting.

Respectfully submitted,

/s/ Thomas Jones

Thomas Jones

cc: Blair Levin  
John Leibovitz

# National Broadband Plan

February 1, 2010



FiberTower

*Middle Mile and Backhaul: enabling  
the mobile broadband future*



# FiberTower at a glance

## Company Snapshot

- NASDAQ Listed: FTWR
- Approximately 150 Employees
- First site live: March 2003
- National Licensed Spectrum
- 13 Existing U.S. Markets

## Network Services

- Low Capacity: T1
- Mid Capacity: nxT1, Ethernet
- High Capacity: DS-3, OC-n, Ethernet
- Wavelengths: Inter and Intra metro
- TDM to Ethernet Migration

## Financial Highlights – Q3 2009

- Annual Revenue \$64.8M
- Yr/Yr Revenue Growth 21%
- Field EBITDA positive July 2008
- Cash & Equivalents \$85M
- Total Assets \$614M

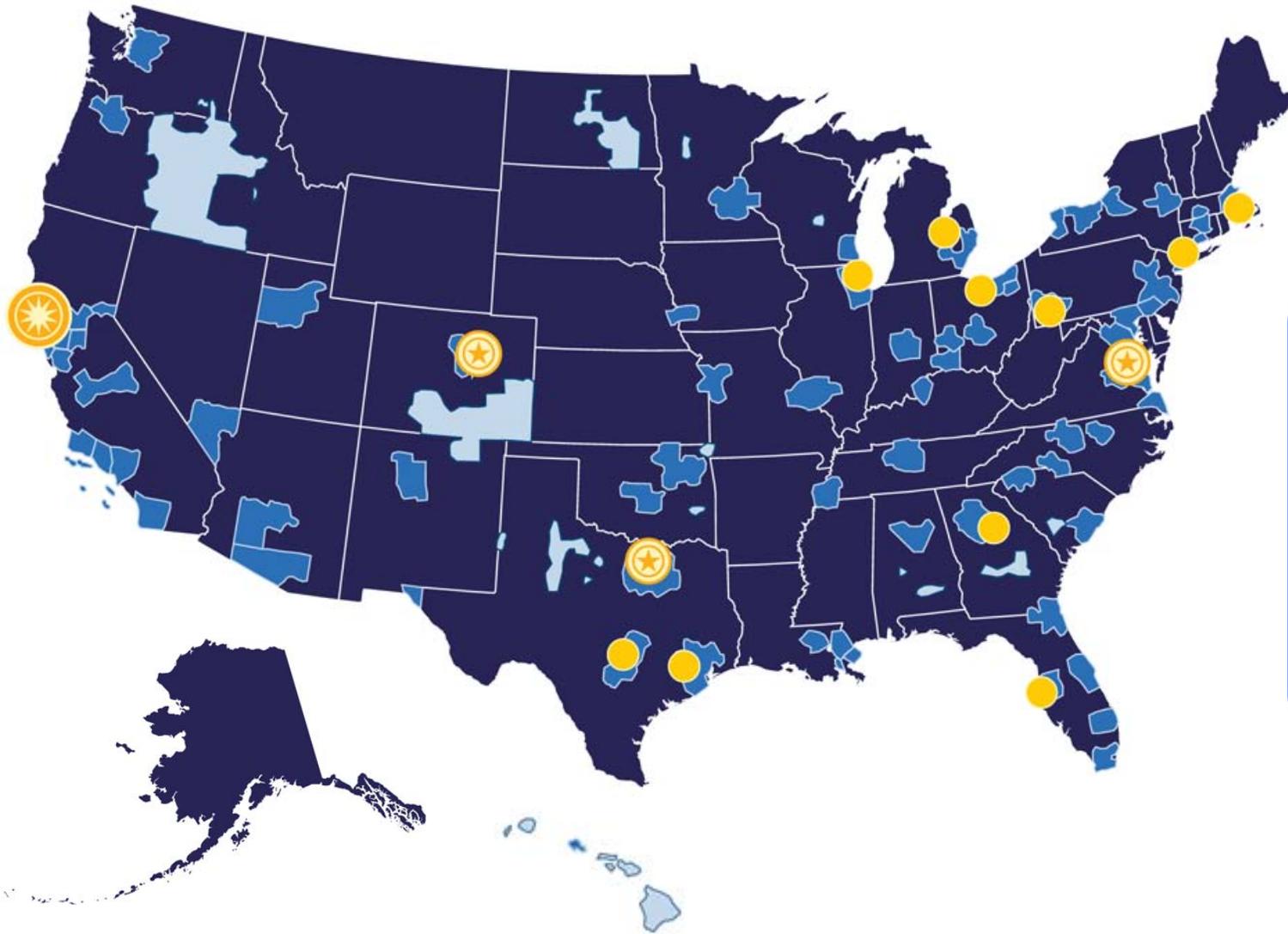
## Network Metrics @ Q3 2009

- Served Cell Sites > 6,300
- Network Route Miles > 12,800
- Fiber Nodes > 250
- Fiber Partners > 20

- Facilities based hybrid fiber wireless cellular backhaul for over 6 years
- Among 500 fastest growing companies in the U.S. (#100)



# National Footprint



## Legend & Summary

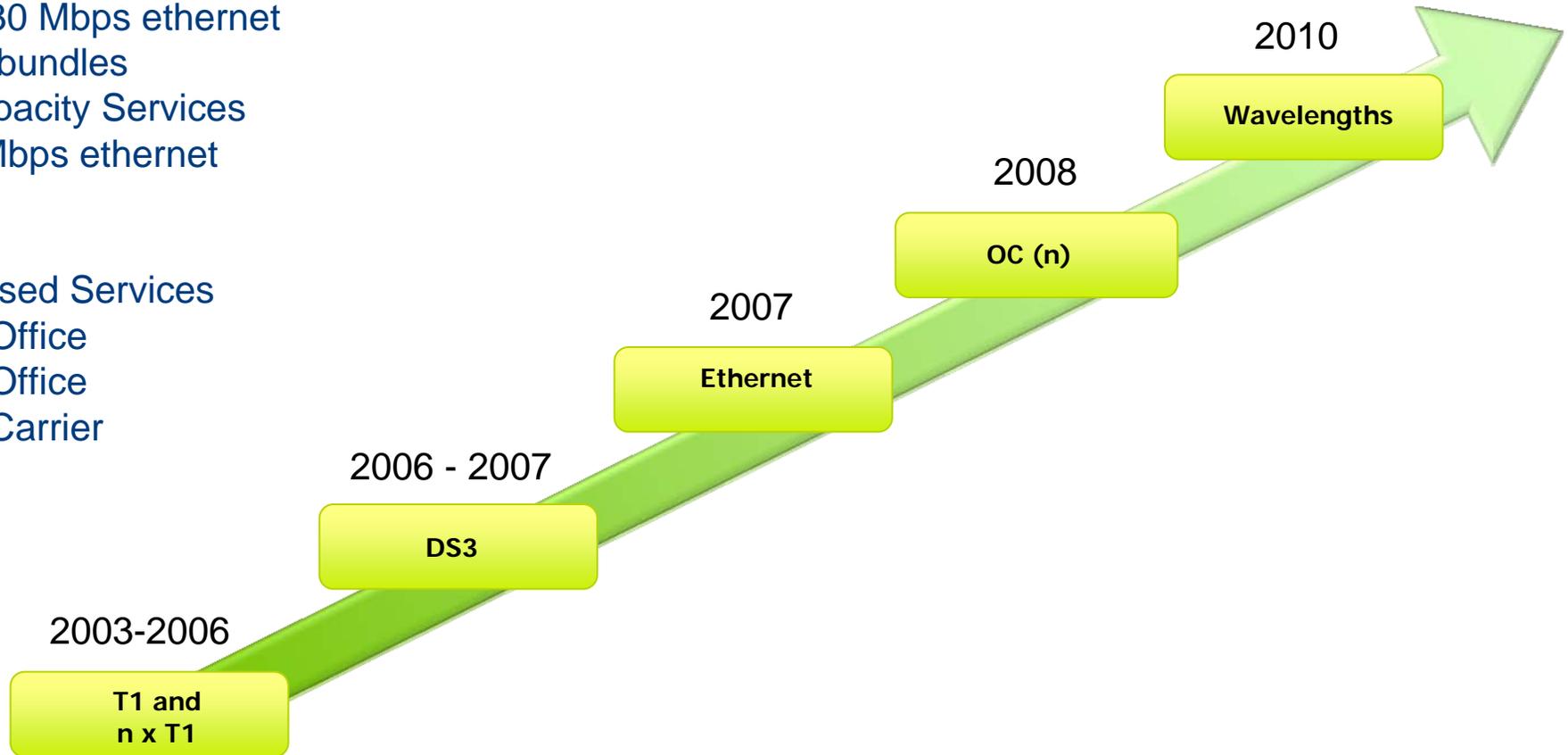
- 39 GHz – National Scope
- 24 GHz – Top 77 Markets
- Significant spectrum use nationally
- 13 Markets with Hybrid Fiber-Fixed Wireless networks
- HQ & NOC – San Francisco
- 3 Regional offices

▶ High capacity, national spectrum for rapid deployment of middle mile solutions



# Service Offerings

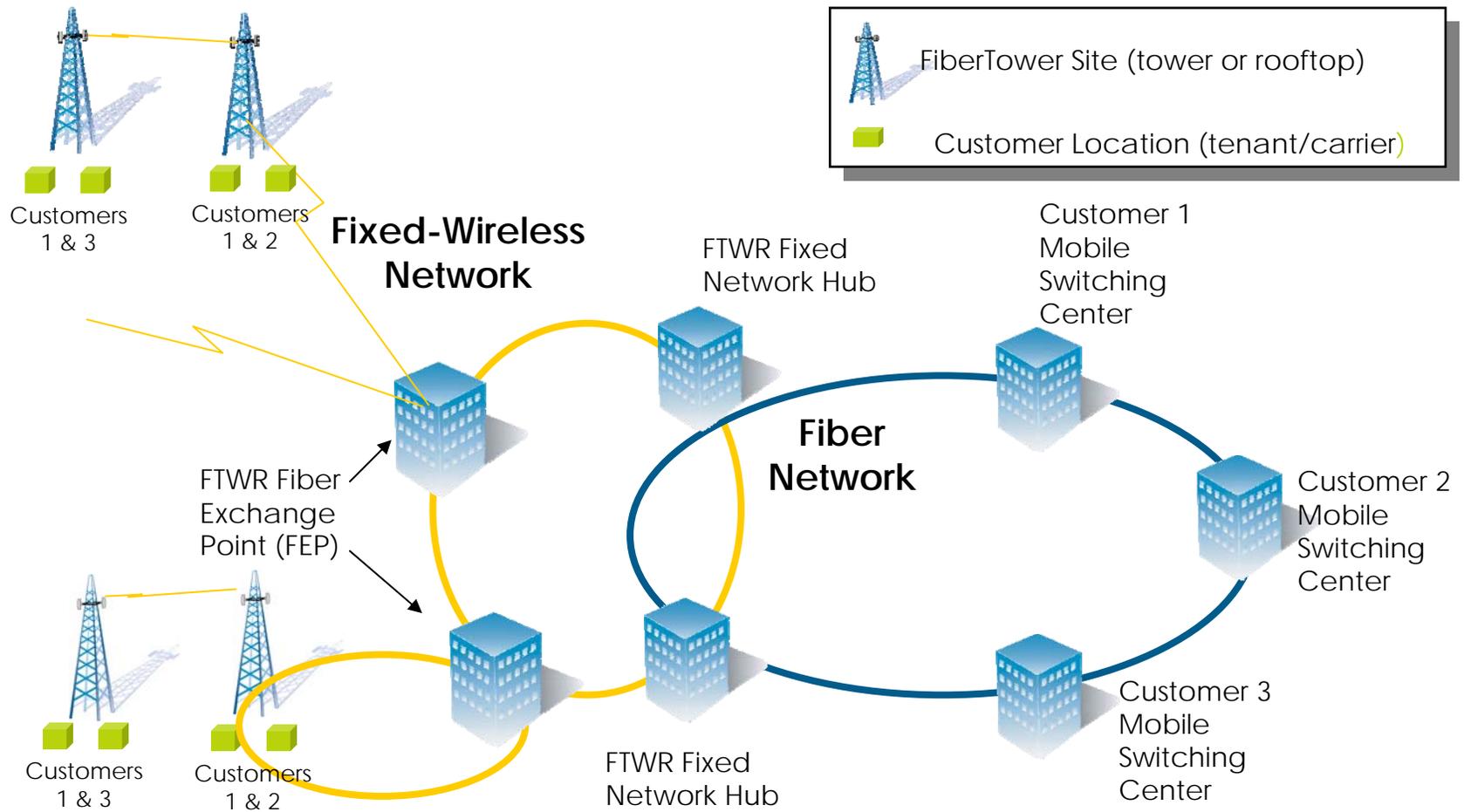
- National Scope Pricing
- Mid Capacity Services
  - 10 – 30 Mbps ethernet
  - nxT1 bundles
- High Capacity Services
  - 50+ Mbps ethernet
  - DS-3
  - OC-3
- Fiber Based Services
  - Intra Office
  - Inter Office
  - Inter Carrier



▶ Expanded portfolio to address the growing needs of carrier customers



# Network Architecture



Illustrative End-to-End Solution (base station to mobile switching center)

▶ Facilities based, Hybrid Fiber – Wireless Network, 100% licensed



# Recommendations: Enabling Middle Mile

- ▶ ***In General: Encourage Investment and Adopt Policies that Facilitate Deployment of Multiple-Use, Shared-Access Backhaul Platforms***
- ▶ ***Allocate Limited Number of Numerous Vacant TV White Space Channels for Point to Point Licensing***
- ▶ ***Re-enforce Existing Federal Preemptions over Burdensome Zoning and Permitting Restrictions for Fixed Wireless Antenna Placements***



# Recommendations: Enabling Middle Mile

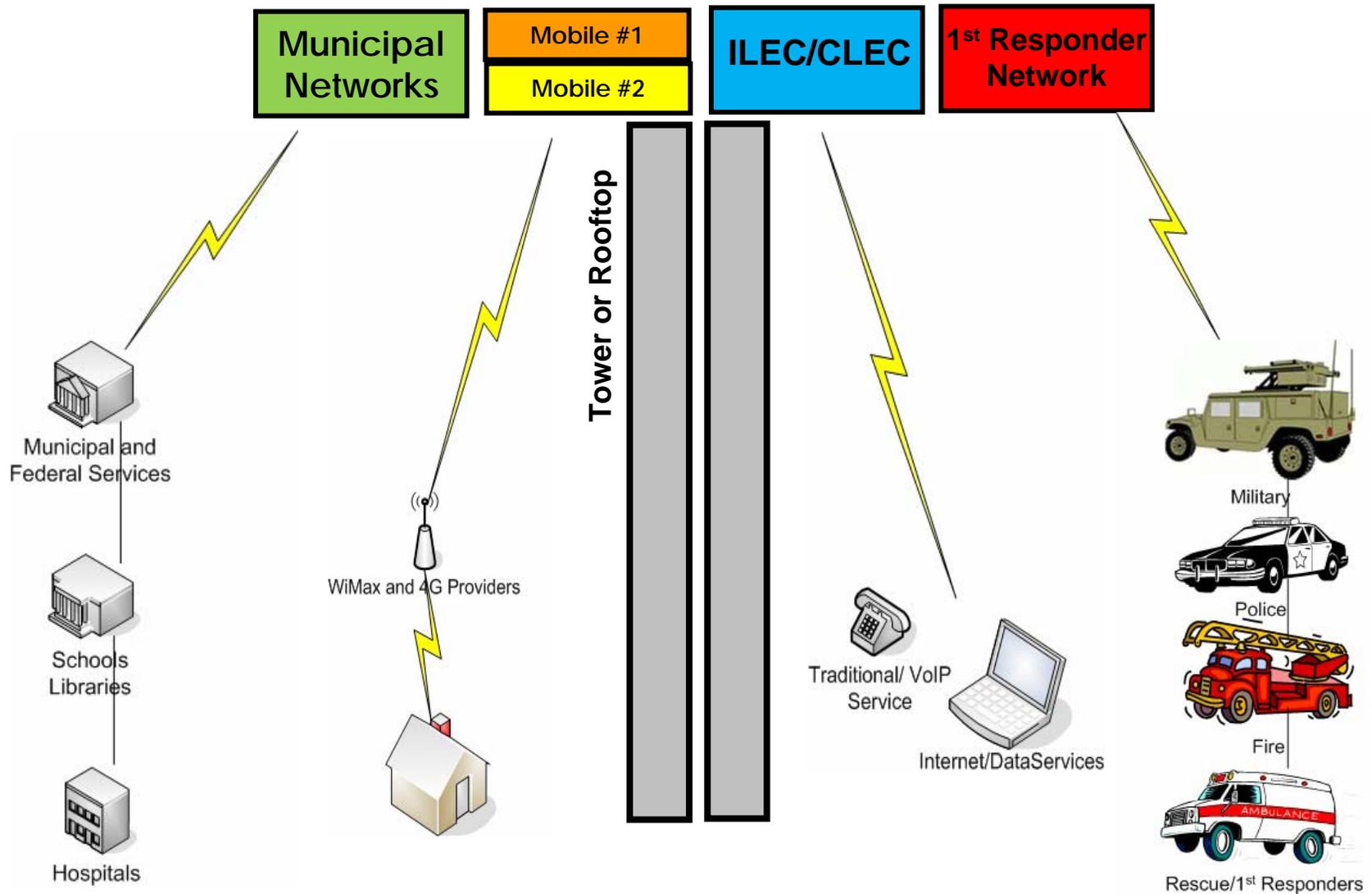
▶ ***USF Funding Eligibility for Middle Mile Deployments That Provide Access to Multiple Users***

▶ ***Promote Mapping Projects That Reveal What Structures (Towers & Buildings) Actually Provide Middle Mile Access to Multiple Users***

▶ ***Survey Broadband Stimulus Programs. Which Ones Thwart FCC Secondary Markets Policy?***



# MuniFrame® Multi-use Infrastructure



▶ Shared Infrastructure networks are spectrally and economically efficient



# MuniFrame™ Multi-use Infrastructure – Detailed

## Customers Located Within Middle Mile Service Area

Slot C1  
Campus



Slot D1  
Critical Infrastructure Partner



## Customers Co-Located at MuniFrame

Slot A1:  
ILEC

Slot A2:  
Mobile #1

Slot B1:  
Mobile #2

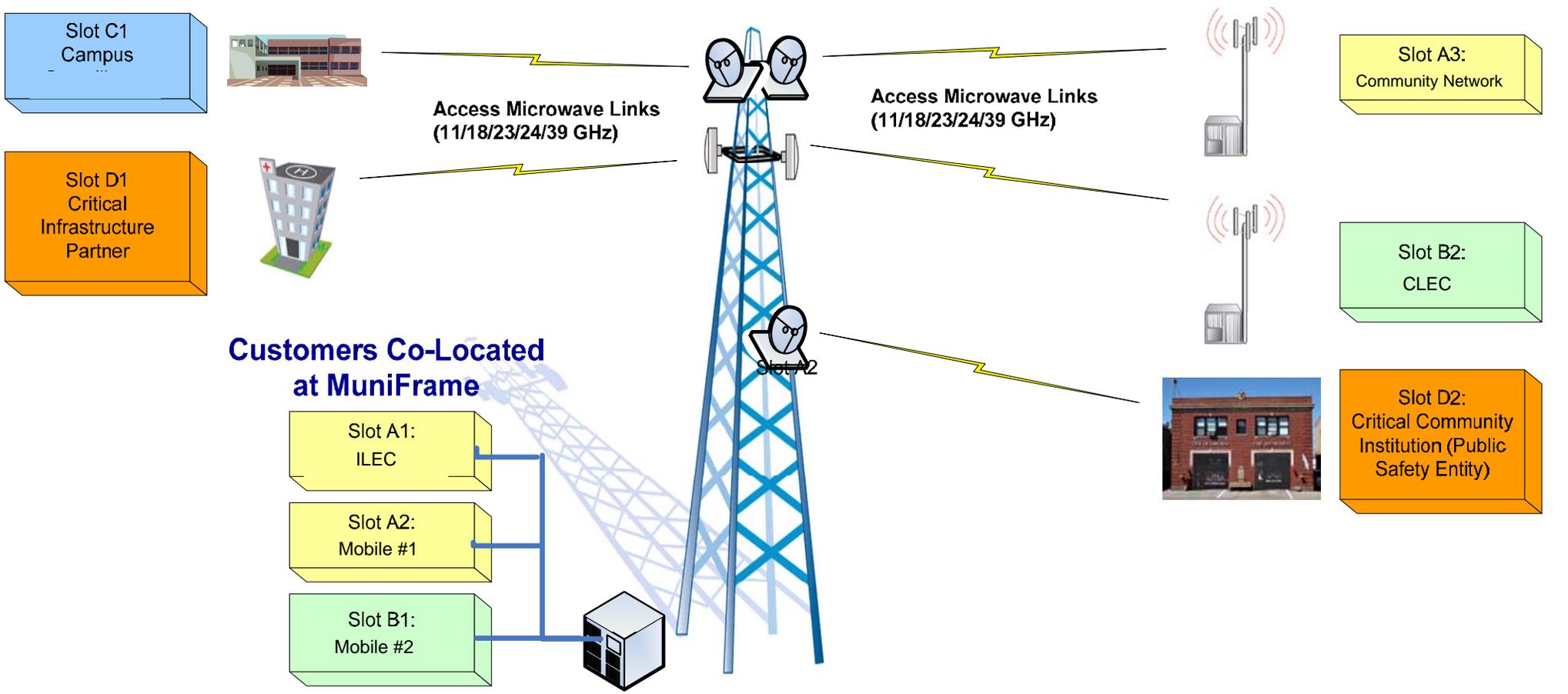


## Customers and Partners Within Middle Mile Service Area

Slot A3:  
Community Network

Slot B2:  
CLEC

Slot D2:  
Critical Community Institution (Public Safety Entity)



MuniFrame® (Broadband-enabled Tower)



# BAS TV White Spaces Fixed link (WPNI810) – 80.5 miles

